

| Cornerstone OnDemand – ORDER                                |  |                                    |                |
|---|--|------------------------------------|----------------|
| Client Name (“Client”):                                     | City of Columbus, OH   |                                    |                |
| Order Effective Date:                                       | [Date of last signature below]                                     |                                    |                |
| Master Agreement Effective Date:                            | 12/22/2015   |                                    |                |
| Quote Number  | Q-00089967   |                                    |                |
| Is a <i>new</i> purchase order required for this purchase?* | (“No,” unless box is checked) [ ] Yes: PO#                         |                                    |                |
| Primary Client Contact                                      | Tom Diamond  | tsdiamond@columbus.gov             | (614) 645-0853 |
| Client Address (Ship To)                                    | 1111 East Broad St - 3rd Floor, Columbus, OH, 43205, United States |                                    |                |
| Primary Billing (Invoice) Contact                           | Tom Diamond  | tsdiamond@columbus.gov             | (614) 645-0853 |
| Client Billing (Invoice) Address                            | 1111 East Broad Street, Columbus, OH, 43205, United States         |                                    |                |
| <b>Order Start Date:</b>                                    | 12/16/2019   | <b>Order Term/ Order End Date:</b> | 12/15/2020     |

\*Note: Please send purchase order number to [DLCollections@csod.com](mailto:DLCollections@csod.com) within three (3) business days of order signing.

### Terms and Conditions

This Order is hereby incorporated into and made part of the Master Agreement (sometimes referred to as the Cloud Subscription Agreement or License and Services Agreement or similar name) by and between Client and Cornerstone OnDemand (the “**Agreement**”). Capitalized terms used, but not otherwise defined, herein shall have the same meanings assigned to those terms in the Agreement. If the term of the Agreement is set to expire prior to the end of the Order term, the term of the Agreement is hereby extended through the end of the Order Term for the purposes of this Order.

### Product(s)

| Product Name                         | Max Quantity | Annual Fee(s) |
|--------------------------------------|--------------|---------------|
| Learning                             | 7,932        | \$151,501.20  |
| Choice Customer Success Package      | 1            | \$7,165.00    |
| Learning                             | 1,300        | \$24,830.00   |
| Unlimited Video Hosting and Delivery | 1            | \$2,500.00    |
| Certifications                       | 7,932        | \$0.00        |
| Certifications                       | 1,300        | \$0.00        |
| Data Load Wizard                     | 1            | \$5,304.00    |
| <b>ANNUAL FEE SUBTOTAL</b>           |              | \$191,300.20  |
| <b>FIRST YEAR GRAND TOTAL</b>        |              | \$191,300.20  |

### Special Terms

Client agrees to an annual 3.00% fee increase for the Annual Fees in this Order, beginning on the first anniversary thereof. In exchange, except for Content purchases, Cornerstone agrees never to increase such prices beyond this rate during the Order Term and/or any renewal thereof for the same contract length, products and quantities.

### Product Details

#### Choice Package:

New Functionality Readiness and Adoption – *adopt and drive usage of new features*

Optimization and Curation – *keep your system relevant and easy to use, increase adoption and build competencies*





S.O.S. (Sustain Our System) – *get help with tasks and on-boarding new admins, and tune up your reports*

Education – *an efficient way to learn Cornerstone products, features and functions*

Customer Success – *proactive, strategic guidance and support to make the most of your investment*

Technical Support – *enhanced support and issue resolution*

Client Community – *access self-help tools, connect with peers and stay up to speed on what's new*

Product Collaboration and Engagement – *have a voice in the future of Cornerstone*

See <https://www.cornerstoneondemand.com/support/choice> for detailed support descriptions.

## Invoicing Schedule

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Payment terms for this Order shall be net 30 days.

Annual fees are invoiced annually, beginning on the Order Start Date, through the Order End Date. If applicable, the final invoice for annual fees will be prorated as follows: (total number of days in the prorated period / 365) x annual fee. One-time fees are invoiced on the Order Start Date.

Agreed and accepted:

| Client     |  | Cornerstone OnDemand, Inc. |  |
|------------|--|----------------------------|--|
| Signature: |  | Signature:                 |  |
| Name:      |  | Name:                      |  |
| Title:     |  | Title:                     |  |
| Date:      |  | Date:                      |  |

